EXHIBIT B PRICING
CONTRACT NUMBER VA-150915-DTG
BETWEEN
VIRGINIA INFORMATION TECHNOLOGIES AGENCY
AND
DirectApps, Inc. DBA Direct Technology

Exhibit B is hereby incorporated into and made an integral part of Contract Number VA-150915-DTG ("Contract") between the Virginia Information Technologies Agency ("VITA" or "Commonwealth" or "State") and DirectApps, Inc. DBA Direct Technology ("Supplier").

In the event of any discrepancy between this Exhibit B and the Contract, the provisions of the Contract shall control.

ECaTS MIS Reporting

I. ECaTS One-Time Installation Costs

Description	Part Number	Fee Type		License Type	MSRP License Cost
		Monthly	One Time		
ECaTS One-Time Install Costs					
Data Collectors					
RDDM-Rev 4-128	DC-V4-128		X	Per Unit	$4,000
RDDM-Rev 4-256	DC-V4-256		X	Per Unit	$4,048
RDDM-Rev 4-512	DC-V4-512		X	Per Unit	$4,156
RDDM-Rev 4-1024	DC-V4-1024	`	X	Per Unit	$4,300
Server Class RDDM	DC-SVR-HP		X	Per Unit	$8,400
Hosted Setup					
System Setup	ES-SA		X	Per PSAP	$2,400

Description	Part Number	Fee Type		License Type	MSRP License Cost
		Monthly	One Time		
ECaTS One-Time Install Costs					
Standalone(Single) PSAP Environment					
One time hardware and installation cost in a standalone (isolated) public safety answering point (PSAP) environment.					
RDDM-Rev3	DC-STN-V3		X	Per Switch/Core	$ 4,000.00
(2) Redundant Standard RDDM-Rev3	DC-STN-DUAL-V3		X	Per Switch/Core	$ 6,400.00
Server Class RDDM-Rev1.1 (Viper Required)	DC-STN-SVR-V1.1		X	Per Switch/Core	$ 9,600.00
(2) Redundant Server Class RDDM-Rev1.1	DC-STN-SVR-DUAL-V1.1		X	Per Switch/Core	$ 19,200.00
Hosted Solution Environment					
** One time hardware, installation and set-up cost in a hosted public safety answering point (PSAP) environment.**					
(2) Hosted RDDM-Rev3 Single Data Center	DC-HST-V3-DUAL-ONSITE		X	Per Switch/Core	$ 6,400.00
(2) Redundant Enhanced Hosted RDDM-Rev3 (Geo-Diverse Data Centers) [Per Location]	DC-HST-DUAL-V3-GEO		X	Per Switch/Core	$ 8,640.00
Server Class RDDM (Viper Required)	DC-HST-SVR-V1.1		X	Per Switch/Core	$ 9,600.00
(2) Redundant Server Class RDDMs	DC-HST-SVR-DUAL-V1.1		X	Per Switch/Core	$ 19,200.00
System Setup	ES-SA		X	Per PSAP	$ 2,400.00
Extra Server Class RDDM (Spares)	DC-SVR-V1.1		X	Per Unit	$ 9,600.00

DC= Data Collection
DB= Dashboard
AD= Add On
ES = ECaTS Service

II. ECaTS PSAP Access Fee - Monthly Recurring Costs Per PSAP

ECaTS MIS Services Annual Call Volume		Tier 1 < 25 K	Tier 2 25K - 50K	Tier 3 50K - 250K	Tier 4 250k - 500K	Tier 5 500K - 1M	Tier 6 1M- 2M	Tier 7 > 2M+
(If Accurate Call Volume Not Available)		1-2 Pos	3-4 Pos	5-9 Pos	10-19 Pos	20-39 Pos	40-75 Pos	76 + Pos
MSRP Pricing	PSAP Access Fee	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00
	MIS Data Services	$ 204.00	$ 227.60	$ 279.60	$ 331.60	$ 383.60	$ 435.60	$ 1,300.00
	MSRP	$ 304.00	$ 327.60	$ 379.60	$ 431.60	$ 483.60	$ 535.60	$ 1,400.00

Note: PSAP access fees are charged for the continued support of data normalization for each location. They are tiered based on the annual call volumes of each location. The monthly recurring cost (MRC) includes both monthly maintenance and service.

III. ECaTS Services

Description	Part Number	Fee Type		License Type	MSRP License Cost
		Monthly	One Time		
Dashboard					
Setup Fee	DB-SETUP		X	Per PSAP	$1,000
Service Fee	DB-SERVICE-PSAP (CARRIER)	X		Per PSAP	$100
Text-to-9-1-1					
TCS Text to 911 Reporting (set up)	T9-SETUP		X	Per PSAP	$500
Text-To-9-1-1	T9-SERVICE	X		Per PSAP	$59
Misc Licenses					
Cassidian CDR Activation (per Vesta)	AO-VESTA-CDR-SVR		X	Per Vesta Server	$2,034
Cassidian CDR Position Fee	AO-VESTA-CDR-POS		X	Per Vesta Workstation	$162
Windows Server 2012 R2 - License/Install/Configuration	AO-WIN2012R2		X	Per RDDM	$1,200
i3 Logger/ESINet Reporting					
Logger Setup	LOG-SETUP		X	Per PSAP	$ 500.00
Logger Service	LOG-SERVICE	X		Per PSAP	$ 43.00
Wireless Routing Analysis and Reporting					
Wireless Set Up	WR-SETUP		X	Per Sector	6
Wireless Service	WR-SERIVCE	X		Per Sector	0.11

Description	Part Number	Monthly	One Time	License Type	MSRP License Cost
Real-Time Dashboard					
Real-Time Dashboard Setup Cost	DB-SETUP		X	Per PSAP	$ 1,000.00
Real-Time Dashboard Monthly Recurring Cost	DB-SERVICE-PSAP (CARRIER)	X		Per PSAP	$ 100.00
Text-to-9-1-1 Reporting					
TCS Text to 911 Reporting Set Cost	T9-SETUP		X	Per PSAP	$ 500.00
Text-To-9-1-1 Monthly Recurring Cost	T9-SERVICE	X		Per PSAP	$ 59.00
i3 Logger (NG911 Network Reporting)					
i3 Logging Service One-Time Setup Cost	T10-SETUP		X	Per PSAP	$ 500.00
i3 Logging Service Monthly Recurring Cost	T10-SERVICE	X		Per PSAP	$ 59.00
Misc. Licenses					
Intrado ECaTS+ License (per Viper)	AO-ECATSPLUS		X	Per Viper Switch	$ 4,000.00
Cassidian CDR Activation (per Vesta)	AO-VESTA-CDR-SVR		X	Per Vesta Server	$ 2,034.00
Cassidian CDR Position Fee	AO-VESTA-CDR-POS		X	Per Vesta Workstation	$ 162.00

IV.   Additional Pricing Components

Description	Part Number	Platform	Fee Type		License Type	MSRP License Cost
			Monthly	One Time		
Paid Extras						
Additional Training	ES-TRAINING			X	Per Session	$1,200
Historical Loading	ES-HIST-X (X = number of year)				Bid Bassed	FIXED TBD
Service Add-Ons						
Abandoned Call Workstation Summary Report	AO-ABDNCALLWKSTN	Viper & Vesta		X	Per PSAP	$1,000
Agent Module	AO-AGNTMOD	Any		X	Per PSAP	$1,000
Audit Module	AO-AUDITMOD	Any		X	Per PSAP	$1,000
Called Back Summary Report	AO-CALLBCKSUM	Any		X	Per PSAP	$350
Class of Service ALI Change Summary Report	AO-ALICHNGSUM	Any		X	Per PSAP	$350
Daily Invalid ALI Report	AO-INVALI	Any		X	Per PSAP	$350
Dynamic Class of Service Report	AO-DYNCOS	Any		X	Per PSAP	$350
Friendly Line Name Manager	AO-FRNDLNMGR	Any		X	Per PSAP	$1,000
Scheduled Standard Reports	AO-SCHDREP	Any	X		Per PSAP	
Top 20 Busiest Hours Graphing Breakdown Enhancement	AO-TOP20GRAPH	Any		X	Per PSAP	$350
Snapshot Report	AO-SNAP	Any		X	Per PSAP	$350
Professional Services Customization Development	AO-PROSVC	Any		X	One Time	180.00/Hr

Description	Part Number	Platform	Fee Type Monthly	Fee Type One Time	License Type	MSRP License Cost
Service Add-Ons						
Abandoned Call Workstation Summary Report	AO-ABDNCALLWKSTN	Both				
Agent Module	AO-AGNTMOD	Viper / AB SP3		X	Per PSAP	$ 1,000.00
Audit Module	AO-AUDITMOD	Any		X	Per PSAP	$ 1,000.00
Called Back Summary Report	AO-CALLBCKSUM	Both		X	Per PSAP	$ 350.00
Class of Service ALI Change Summary Report **Requires connection to ALI controller or full ALI rebid history in CDR or other source	AO-ALICHNGSUM	Any		X	Per PSAP	$ 350.00
Professional Services Customization Development Cost	AO-PROSVC	Any		X	Bid Based	$180.00/per hour
Daily Invalid ALI Report	AO-INVALI	Both		X	Per PSAP	$ 350.00
Dynamic Class of Service Report	AO-DYNCOS	Both		X	Per PSAP	$ 350.00
Friendly Line Name Manager	AO-FRNDLNMGR	Both		X	Per PSAP	$ 1,000.00
Scheduled Standard Reports **Included at no cost	AO-SCHDREP	Both	X		Per PSAP	$ -
Top 20 Busiest Hours Graphing Breakdown Enhancement	AO-TOP20GRAPH	Both		X	Per PSAP	$ 350.00
Snapshot Report	AO-SNAP	Any		X	Per PSAP	$ 350.00
Additional In-person Training **Unlimited webinar training included at no cost	ES-TRAINING	Both		X	Per Session	$ 1,200.00
Historical Loading - cost to migrate existing data from a customer platform into ECaTS	ES-HIST-X (X = number of year)	Any			Bid Based	FIXED TBD

V. Credit Card Payments

Payments received via VISA/Master Card will incur a 3% premium and American Express 6%.   ECaTS will not accepted Discover or Diners Club.